A3940-1.5M 5/90

College Placement Council, Inc. 62 Highland Avenue / Bethlehem, PA 18017

CPC Salary Survey

REGIONAL Report No. 6 September 1990

SOUTHERN REGION (SCPA)

Alabama A&M University
University of Alabama
University of Alabama-Engineering
University of Alabama-Birmingham
Auburn University
Augusta College
Bellarmine College
Berry College
Catawba College
University of Central Florida
Centre College
The Citadel, Military College of South Carolina
Clemson University
Duke University
Duke University-Fuqua School of Business
Eastern Kentucky University
East Tennessee State University
Elon College
Emory University-Business
Florida Atlantic University
Florida Institute of Technology
Florida State University
University of Florida
Georgia College
Georgia Institute of Technology
Georgia Southern College
Georgia Southwestern College
Georgia State University
University of Georgia
Hampton University
Jacksonville University
University of Kentucky
Louisiana College
Louisiana State University
University of Louisville
Mars Hill College
Mary Washington College
Memphis State University
Middle Tennessee State University
Millsaps College
Mississippi State University
University of Mississippi
Morehead State University
Morris College
North Carolina A&T State University
North Carolina Central University
North Carolina State University - Textiles
University of North Carolina - Asheville
University of North Carolina - Chapel Hill
University of North Carolina - Greensboro
Northeast Louisiana University
Northern Kentucky University
University of North Florida
Oglethorpe University
Old Dominion University
Presbyterian College
Queens College
Randolph-Macon Woman's College
Rollins College
University of South Alabama
University of South Carolina
University of South Carolina-Aiken
University of South Carolina - Coastal
Southern College of Technology
University of Southern Mississippi
University of South Florida
Spring Hill College
Tennessee Tech University
University of Tennessee - Chattanooga
University of Tennessee - Knoxville
Tulane University
Valdosta State College
Vanderbilt University
Vanderbilt Unviersity - Owen Graduate School of Management
Virginia Tech & State University
University of Virginia
Wake Forest University
Wake Forest University - Babcock Graduate School of Management
Western Carolina University
Western Kentucky University
West Georgia College
College of William & Mary
Winthrop College
Wofford College
Xavier University of Louisiana

The career planning & placement offices that participate in the Salary Survey are divided into seven geographic regions. The participants listed above comprise the **Southern** Region.

The data are based on salary offers made to students graduating between September 1, 1989 and August 31, 1990. Tables on pages 1 through 8 list data on both regional and national levels for the interim period (June 4, 1990, through August 9, 1990) and cumulatively (September 1, 1989, and August 9, 1990).

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BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 6/4/90 THROUGH 8/9/90							CUMULATIVE PERIOD 9/1/89 THROUGH 8/9/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	160	1098	$26331	$25975	$30500	$27000	$20195	602	5438	$25756	$26391	$30500	$26000	$20195
BUSINESS ADMIN (INCL MGMT	104	611	22492	23965	27000	21000	18000	295	1874	22240	23529	27240	21400	18000
DISTRIBUTION MANAGEMENT	3	35	20400	24458	*	*	*	13	108	22050	25079	*	*	*
ECONOM & FINANCE (BANKING	76	590	23637	25266	29500	24000	20000	394	2472	24119	25184	30500	24000	18500
HOTEL/RESTAURANT MGMT.	12	89	19167	20484	*	*	*	13	209	19077	20752	*	*	*
HUMAN RSRCS (incl LABOR R	13	36	20675	22885	*	*	*	68	140	23037	23101	28875	23750	18000
MANAGEMENT INFO SYSTEMS	16	124	24595	27176	*	*	*	51	599	26216	27428	32000	27000	20000
MARKETING/MARK MGMT (RESR	75	443	23492	23874	28200	24000	18200	298	1979	22631	23543	28000	22000	18000
REAL ESTATE	+	5	+	25259				3	29	17553	24509		*	*
COMMUNICATIONS														
ADVERTISING	12	39	22042	20981	*	*	*	33	104	19035	20742	24000	18000	14520
COMMUNICATIONS	9	102	21166	21271	*	*	*	51	366	20790	21002	25000	20000	15500
JOURNALISM	4	31	19700	21096	*	*	*	20	134	19488	19488	24200	17800	15500
TELECOMMUN/BROADCASTING	+	8	+	19892				11	73	17533	20413	*	*	*
EDUCATION														
ELEMENTARY EDUCATION	19	224	21423	18689	*	*	*	114	598	20809	18974	24000	20304	18357
PRE-ELEMENTARY EDUCATION	+	12	+	18356				6	39	19816	17507	*	*	*
PHYSICAL EDUCATION	3	23	23333	20918	*	*	*	13	67	21073	19904	*	*	*
SPECIAL EDUCATION	4	37	23517	21843	*	*	*	22	123	21156	20433	22968	20618	20000
HOME ECONOMICS														
HUMAN ECOLOGY (HOME ECONO	+	8	+	21020				1	20	25000	19383	*	*	*
TEXTILES & CLOTHING	3	11	24000	18823	*	*	*	15	144	25327	20662	*	*	*
MERCHANDISING MANAGEMENT	4	41	17007	19113	*	*	*	14	94	19604	19496	*	*	*
HUMANITIES														
FOREIGN LANGUAGES	1	38	31000	24058	*	*	*	10	76	21167	23607	*	*	*
LETTERS (incl English, Li	9	105	21600	22533	*	*	*	46	262	22329	21566	28000	22000	18500
VISUAL & PERFORMING ARTS	+	51	+	20757				10	119	23301	20588	*	*	*
HUMANITIES - OTHER	2	61	21000	22453	*	*	*	9	165	24053	23213	*	*	*
SOCIAL SCIENCES														
CRIMINAL JUSTICE	2	26	19450	21501	*	*	*	8	57	19173	20745	*	*	*
HISTORY	4	65	23400	22860	*	*	*	20	125	23238	22715	28200	23000	18954
POLITICAL SCIENCE/GOVT	8	115	22568	23681	*	*	*	52	265	23335	23677	29000	23050	18500
PSYCHOLOGY	11	116	20202	21024	*	*	*	55	299	20668	20688	27000	20117	15035
SOCIOLOGY	3	38	19741	20113	*	*	*	10	82	20283	20134	*	*	*
SOCIAL SCIENCES-OTHER	8	107	18488	20976	*	*	*	22	230	19701	21627	23000	19350	17200
ENGINEERING														
AEROSPACE & AERONAUTICAL	3	68	30551	30688	*	*	*	23	346	30216	30509	32700	30500	27500
AGRICULTURAL	1	6	26500	30458	*	*	*	2	59	22750	30127	*	*	*
ARCHITECTURAL	5	16	26031	28110	*	*	*	5	73	26031	28916	*	*	*
BIOENGINEERING & BIOMEDIC	+	5	+	25698				9	52	34180	30052	*	*	*
CHEMICAL	73	417	34878	35296	37000	35500	32400	286	2290	35087	35122	37200	35400	33000
CIVIL	25	276	28495	28533	33500	28080	24000	120	1422	28757	28136	33000	28350	25000
COMPUTER	5	108	30064	32343	*	*	*	33	439	29447	31490	32500	30225	26252
ELECTRICAL/ELECTRONIC	108	905	31214	31665	35400	31800	26252	393	3529	31392	31778	35000	31860	26252

continued

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

INTERIM PERIOD 6/4/90 THROUGH 8/9/90

CUMULATIVE PERIOD 9/1/89 THROUGH 8/9/90

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
ENGINEERING (continued)														
ENIVRONMENTAL ENGINEERING	+	1	+	$36000				+	6	+	$30019			
INDUSTRIAL	21	140	$27896	30013	$31400	$28128	$26000	91	995	$29289	30525	$33000	$30000	$25300
MECHANICAL	128	792	31349	31703	36000	31800	26252	428	3587	31580	32064	35600	32070	26252
METALLURGICAL	3	44	31467	31589	*	*	*	18	205	31151	32235	*	*	*
MINING (INCL GEOLOGICAL)	1	4	33036	28383	*	*	*	1	44	33036	29383	*	*	*
NUCLEAR	+	20	+	33302				1	55	26252	31750	*	*	*
PETROLEUM	4	20	33055	33504	*	*	*	7	158	31509	35202	*	*	*
TEXTILE	7	7	33026	33026	*	*	*	10	10	33219	33219	*	*	*
ENGINEERING TECHNOLOGY	10	184	26705	29990	*	*	*	32	483	28337	29318	34000	28000	24000
INDUSTRIAL TECHNOLOGY	9	53	26767	30058	*	*	*	15	116	25847	29235	*	*	*
AGRICULTURAL & NATURAL RESOURCES														
AGRIBUSINESS	6	17	22964	21448	*	*	*	14	123	22483	21834	*	*	*
ANIMAL SCIENCES	1	13	22200	21436	*	*	*	1	55	22200	19719	*	*	*
PLANT SCIENCES	1	4	17000	19125	*	*	*	1	32	17000	21176	*	*	*
NATURAL RESOURCES	2	8	21000	20032	*	*	*	4	24	19576	19058	*	*	*
OTHER AGRICULTURAL SCIENC	1	7	17000	26829	*	*	*	11	56	21920	24411	*	*	*
COMPUTER SCIENCE														
COMPUTER SCIENCE	50	362	28444	30012	33300	30000	23000	175	1382	27983	29804	33000	29000	21500
COMPUTER PROGRAMMING	4	16	21648	26526	*	*	*	26	86	28603	28223	33760	30000	18528
INFORMATION SCIENCES & SY	2	112	23865	29147	*	*	*	29	457	26459	28631	31000	27730	21000
SYSTEMS ANALYSIS	+	3	+	25669				6	17	32167	30556	*	*	*
HEALTH SCIENCES														
ALLIED HEALTH	5	53	29106	28219	*	*	*	6	137	27922	27436	*	*	*
HEALTH SCIENCES	3	12	22005	21561	*	*	*	4	40	20704	20827	*	*	*
NURSING	37	126	25560	28330	28080	25000	22000	41	246	25556	28270	28080	25000	22000
PHARMACY	1	47	35600	36811	*	*	*	7	86	37919	36728	*	*	*
SCIENCES														
ACTUARIAL	+	14	+	30757				+	78	+	28267			
ARCHITECTURAL & ENVIRONME	+	27	+	24947				19	106	25828	25125	*	*	*
BIOLOGICAL	10	46	23554	22283	*	*	*	26	108	22468	21800	29200	21200	18000
CHEMISTRY	6	45	27351	25753	*	*	*	17	152	27630	27494	*	*	*
GEOLOGY & GEOLOGICAL SCI	1	4	23000	25200	*	*	*	2	29	24000	23463	*	*	*
MATHEMATICS	8	103	26938	27883	*	*	*	59	357	24881	27032	30000	24750	19493
PHYSICS	+	16	+	28179				+	58	+	29157			
OTHER PHYSICAL & EARTH SC	+	9	+	21009				1	18	30000	21044	*	*	*
POLYMER SCIENCE	+	2	+	31560				1	8	27000	32066	*	*	*
TEXTILE SCIENCE	6	6	27453	27453	*	*	*	30	30	26979	26979	29000	27000	25000
TOTALS	1112	8407						4233	33844					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 6/4/90 THROUGH 8/9/90							CUMULATIVE PERIOD 9/1/89 THROUGH 8/9/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
FINANCE														
ACCOUNTING (PUBLIC)	99	779	$26592	$26347	$30000	$27000	$24000	475	4114	$26234	$26824	$30500	$26500	$22000
ACCOUNTING (PRIVATE)	59	365	26370	25293	32500	27000	20195	144	1486	25136	25273	30000	25900	20000
COMMERCIAL BANKING (CNSMR	11	54	22755	23914	*	*	*	136	279	21016	21915	24000	21000	18500
COMMERCIAL BANKING (LENDG	5	37	21700	25302	*	*	*	40	302	22615	24171	25000	23000	19500
INVESTMT BANKING (CORP FN	6	44	26417	29555	*	*	*	13	124	27046	29065	*	*	*
INVESTMT BANKNG (M & A)	1	3	26000	24335	*	*	*	3	19	25000	26534	*	*	*
INVESTMT BANKG (REAL EST)	1	5	26000	25525	*	*	*	2	19	22500	25358	*	*	*
INVESTMT BANKG (SALES & T	1	8	18000	22662	*	*	*	10	36	20950	23226	*	*	*
FINANCIAL/TREASURY ANALYS	16	190	24886	25976	*	*	*	68	774	26522	26692	32000	27000	21354
PORTFOLIO MGMT/BROKERAGE	5	18	21800	22394	*	*	*	15	90	22867	23430	*	*	*
UNDERWRITING	3	55	21600	25135	*	*	*	29	212	24463	24012	28000	25000	20000
INSURANCE - CLAIMS	3	75	22293	21879	*	*	*	23	191	22385	22456	26000	22000	18000
COMMUNICATIONS														
DESIGN/GRAPHIC ARTS	1	14	18000	18098	*	*	*	2	39	22500	20370	*	*	*
MEDIA PLANNING	1	10	15000	18548	*	*	*	4	31	16000	19795	*	*	*
REPORTING	1	9	20000	16444	*	*	*	3	30	16333	16517	*	*	*
PRODUCTION	+	14	+	24200				6	67	22933	25338	*	*	*
PUBLIC RELATIONS	5	38	20920	20413	*	*	*	19	114	19273	20322	*	*	*
WRITING / EDITING	5	47	23320	21822	*	*	*	8	112	21550	19972	*	*	*
MARKETING														
ADVERTISING	4	40	19375	23681	*	*	*	16	104	18250	21927	*	*	*
BRAND/PRODUCT MANAGEMENT	13	68	23569	26393	*	*	*	41	276	25273	25442	32880	24000	20000
BUYER/MERCHANDISING	7	94	20214	23302	*	*	*	57	551	22976	23021	27000	23000	19000
DISTRIBUTION	8	40	25538	26430	*	*	*	21	158	23618	26152	30000	23400	18000
MARKET RESEARCH	6	59	29457	24320	*	*	*	15	135	26955	25128	*	*	*
PURCHASING	4	15	25500	25413	*	*	*	7	69	23671	24204	*	*	*
SALES	97	588	23706	24475	30000	24500	18000	358	2171	24197	24719	31644	24000	18000
PUBLIC ADMINISTRATION														
EXECUTIVE, LEGISL, & GENL	3	24	21235	21392	*	*	*	10	62	18881	21236	*	*	*
FINANC,TAXA, MONETARY POL	8	33	21935	23768	*	*	*	23	102	22358	23017	26500	21900	17900
ECONOMIC PROGRAMS	3	12	21090	21721	*	*	*	4	28	21818	24373	*	*	*
LAW ENFORCEMENT	1	34	24000	22336	*	*	*	4	67	20119	24037	*	*	*
MILITARY	9	35	25945	22925	*	*	*	39	133	23527	22375	28900	25000	19493
NATIONAL SECURITY	+	6	+	22133				1	15	20000	24459	*	*	*
URBAN / REGIONAL PLANNING	4	16	19450	21773	*	*	*	5	33	21060	23546	*	*	*
ENGINEERING														
BIOENGINEERING	+	46	+	33374				+	107	+	33193			
DESIGN / CONSTRUCT	27	475	29598	30675	34200	30000	24000	175	2007	29948	30096	34200	30000	25800
ENVIRONMENTAL/SANITATION	4	55	29375	29174	*	*	*	22	261	31319	29334	34560	32450	26985
MANUFACTURING/INDUSTRIAL	60	526	29744	31724	34400	30600	24000	241	2160	31168	31948	35580	32000	26200
SYSTEMS / PROGRAMMING	4	88	30500	31039	*	*	*	30	460	31063	31078	34000	31500	27240
POWER SYSTEMS	6	95	30767	31662	*	*	*	47	486	30235	31720	33125	31200	26000
SOFTWARE DESIGN & DEVELOP	7	156	28786	32064	*	*	*	47	503	29658	31802	32240	30100	26200
HARDWARE DESIGN & DEVELOP	5	123	31570	31853	*	*	*	26	417	31025	32303	34200	32620	26252

continued

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 6/4/90 THROUGH 8/9/90							CUMULATIVE PERIOD 9/1/89 THROUGH 8/9/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
RESEARCH & DEVELOPMENT	7	111	$29029	$32109	*	*	*	81	689	$32382	$32283	$37320	$33400	$26300
TESTING	8	55	29179	29755	*	*	*	37	298	29333	30205	33000	30000	25300
PROCESS ENGINEERING	60	279	35031	35339	$37500	$36000	$31200	242	1669	35079	35045	37100	35400	32400
PROJECT ENGINEERING	82	253	31847	31818	35500	32570	26252	200	1383	31701	32130	35500	32400	26252
OTHER ENGINEERING	123	716	31233	31291	36000	32400	26250	267	2835	31026	31333	35100	31800	25343
HEALTH CARE														
ADMINISTRATIVE (HEALTH C	3	7	21339	19788	*	*	*	8	38	19429	22109	*	*	*
INDUSTRIAL HYGIENE	+	22	+	29409				1	23	16000	28826	*	*	*
MEDICAL TECHNOLOGY	+	14	+	25269				3	40	16146	23950	*	*	*
NURSES / PERSONAL CARE	38	126	25545	26425	28080	25000	22000	42	246	25543	28200	28080	25000	22000
OCCUPATIONAL THERAPY	1	9	30400	24933	*	*	*	2	28	25200	25644	*	*	*
PHARMACIST	1	42	35600	36674	*	*	*	4	68	41650	37466	*	*	*
PHYSICAL THERAPY	4	18	28783	29180	*	*	*	4	60	28783	29309	*	*	*
RESPIRATORY THERAPY	+	3	+	23200				3	11	28427	25030	*	*	*
OTHER HEALTH RELATED	7	50	18245	22964	*	*	*	15	106	19217	21842	*	*	*
SOCIAL SERVICES														
ADMINISTRATION	3	19	20797	22583	*	*	*	8	56	19743	19827	*	*	*
COUNSELING	6	46	18867	16385	*	*	*	12	102	17446	16658	*	*	*
FUNDRAISING / DEVELOPMENT	+	19	+	17893				3	35	18133	16930	*	*	*
SOCIAL WORK	9	40	18114	16994	*	*	*	14	82	18019	17313	*	*	*
COMPUTER SCIENCE														
COMPUTER PROGRAMMING	37	288	26278	28696	32400	26252	20000	147	1232	26863	28589	33000	27350	19473
INFORMATION SYSTEMS	15	135	27145	28913	*	*	*	82	608	26720	28262	32000	27192	21000
SYSTEMS ANALYSIS & DESIGN	24	201	28037	29333	32000	29700	23000	56	689	28165	29539	32000	28900	22000
OTHER FUNCTIONAL CATEGORIES														
ACTUARIAL	+	28	+	30740				4	123	29238	30222	*	*	*
AGRICULTURE/NAT'L RESOURC	5	32	22940	19888	*	*	*	15	182	20885	20122	*	*	*
ARCHITECTURE	+	12	+	22980				5	35	17212	21993	*	*	*
CONSULTING	12	229	26157	28351	*	*	*	93	987	29569	28679	33000	29800	25000
HUMAN RESRCS /INDUS RELS	8	49	22575	22568	*	*	*	27	172	23319	23233	30000	23800	17200
MANAGEMENT TRAINEE	122	723	21468	22257	25800	20600	18000	463	2459	21957	22269	27500	20900	18000
MATH/STATISTICIANS	2	20	30258	26909	*	*	*	8	49	27541	25451	*	*	*
PARALEGAL	1	31	20000	22006	*	*	*	2	61	17000	20908	*	*	*
RESEARCHERS NON-TECHNICAL	+	16	+	25456				5	47	21298	22480	*	*	*
RESEARCHERS - TECHNICAL	1	27	26252	28073	*	*	*	4	80	30896	27896	*	*	*
TEACHING	30	392	22313	19634	26000	22885	19500	187	1027	20869	19353	24000	20500	18075
TOTALS	1112	8407						4233	33844					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

SCPA REGIONAL Report No. 6 SEPTEMBER 1990

(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE	INTERIM PERIOD 6/4/90 THROUGH 8/9/90							CUMULATIVE PERIOD 9/1/89 THROUGH 8/9/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
ALL TYPES OF EMPLOYERS	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	20	83	$30231	$29484	$32500	$29820	$28000	68	365	$30114	$29647	$35500	$30000	$26000
MBA--NON-TECH	24	228	35959	36009	40000	35000	30996	117	798	35634	36175	46900	35000	25400
MBA--TECH	2	49	36750	36349	*	*	*	36	174	38542	37737	45000	38000	31000
MS-BUSINESS	+	3	+	27753				2	58	29000	34347	*	*	*
PUBLIC ADMINISTRATION	+	+	+	+				+	+	+	+			
ECONOMICS & FINANCE (BANK	+	31	+	32530				3	246	26902	36812	*	*	*
HOTEL/RESTAURANT MNGMT	+	+	+	+				+	+	+	+			
HUMAN RESOURCES (INCL LAB	+	15	+	30646				13	72	29186	31487	*	*	*
MANAGEMENT INFORMATION SY	+	3	+	29700				2	49	36150	33739	*	*	*
MARKETING/MKTNG MGT (RESE	+	11	+	32109				3	90	26604	35440	*	*	*
MERCHANDISING MANAGEMENT	+	+	+	+				+	+	+	+			
COMMUNICATIONS														
ADVERTISING	+	2	+	24000				+	2	+	24000			
COMMUNICATIONS	+	9	+	29422				+	17	+	27602			
JOURNALISM	+	+	+	+				+	2	+	24500			
EDUCATION														
EDUCATION ADMINISTRATION	1	16	21000	24987	*	*	*	3	30	23910	25698	*	*	*
ELEMENTARY EDUCATION	+	12	+	24005				8	36	24497	22893	*	*	*
PHYSICAL EDUCATION	+	5	+	23598				1	11	24500	27508	*	*	*
READING EDUCATION	+	+	+	+				+	1	+	22000			
SPECIAL EDUCATION	+	10	+	24141				2	37	21684	22798	*	*	*
HUMANITIES														
FOREIGN LANGUAGES	+	+	+	+				1	2	26000	24350	*	*	*
LETTERS	1	5	29900	24920	*	*	*	1	9	29900	22400	*	*	*
VISUAL & PERFORMING ARTS	+	2	+	27802				+	9	+	25399			
HUMANITIES - OTHER	1	1	30000	30000	*	*	*	2	3	25000	24333	*	*	*
SOCIAL SCIENCES														
CRIMINAL JUSTICE	+	+	+	+				+	+	+	+			
HISTORY	+	1	+	25000				+	2	+	22500			
POLITICAL SCIENCE / GOVT	+	+	+	+				+	+	+	+			
PSYCHOLOGY	+	17	+	23055				1	47	25000	24169	*	*	*
SOCIOLOGY	+	+	+	+				1	3	17500	20500	*	*	*
SOCIAL SCIENCES - OTHER	+	17	+	27713				3	26	21956	26536	*	*	*

continued

SCPA REGIONAL Report No. 6 SEPTEMBER 1990

(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE	INTERIM PERIOD 6/4/90 THROUGH 8/9/90							CUMULATIVE PERIOD 9/1/89 THROUGH 8/9/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
ALL TYPES OF EMPLOYERS	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING														
AEROSPACE & AERONAUTICAL	+	28	+	$37713				3	86	$33597	$36114	*	*	*
AGRICULTURAL	+	2	+	41448				+	8	+	37700			
BIOENGINEERING & BIOMEDIC	+	+	+	+				+	4	+	36500			
CHEMICAL	2	19	$35750	36512	*	*	*	61	152	38794	37862	$39800	$39000	$36840
CIVIL	1	50	33880	32770	*	*	*	10	242	33268	32366	*	*	*
COMPUTER	4	24	35500	37496	*	*	*	19	55	33385	35748	*	*	*
ELECTRICAL/ELECTRONIC	6	114	37357	37907	*	*	*	39	405	36109	37526	39600	36432	31490
INDUSTRIAL	2	17	31440	33031	*	*	*	6	87	30996	35362	*	*	*
MECHANICAL	6	98	36397	35546	*	*	*	27	346	35518	36506	38700	35760	32000
METALLURGICAL	1	9	39300	36878	*	*	*	1	38	39300	36792	*	*	*
MINING & MINERAL	+	2	+	45000				+	7	+	39626			
NUCLEAR	1	1	38400	38400	*	*	*	3	19	36630	36728	*	*	*
PETROLEUM	2	3	42600	41400	*	*	*	3	29	42000	38412	*	*	*
TEXTILE	2	2	33510	33510	*	*	*	2	2	33510	33510	*	*	*
HEALTH SCIENCES														
ALLIED HEALTH	+	2	+	19500				2	13	31774	25696	*	*	*
HEALTH SCIENCES	+	+	+	+				+	9	+	20402			
NURSING	+	+	+	+				+	2	+	34900			
SCIENCES														
AGRICULTURAL & NATL RESOU	+	2	+	17252				2	13	18000	22839	*	*	*
ARCHITECTURAL & ENVIRONME	+	3	+	23885				+	11	+	26905			
BIOLOGICAL	+	5	+	22360				+	13	+	27279			
CHEMISTRY	1	2	34500	36660	*	*	*	5	23	32640	32320	*	*	*
COMPUTER SCIENCE														
COMPUTER SCIENCE	7	99	37490	37175	*	*	*	36	266	34717	36849	38700	36000	28000
SCIENCES														
GEOLOGY & RELATED GEOLOGI	3	10	34480	34086	*	*	*	7	63	32555	33644	*	*	*
MATHEMATICS (INCL ACTUARI	1	13	32388	29390	*	*	*	10	45	28569	30069	*	*	*
PHYSICS	+	1	+	41600				3	12	30413	31480	*	*	*
POLYMER	+	+	+	+				1	9	47200	37098	*	*	*
TOTALS	88	1026						507	4048					

Master's Degree Candidates - Experience [1]

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

GRADUATE	INTERIM PERIOD 6/4/90 THROUGH 8/9/90							CUMULATIVE PERIOD 9/1/89 THROUGH 8/9/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
ALL TYPES OF EMPLOYERS	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
OVER 1 TO 2 YEARS														
MBA--NON-TECH	9	81	$42433	$39595	*	*	*	78	397	$43431	$43310	$53000	$41800	$33000
MBA--TECH	2	19	38700	47446	*	*	*	16	115	43285	48191	*	*	*
OVER 2 TO 4 YEARS														
MBA--NON-TECH	6	64	48917	40320	*	*	*	132	453	46218	45683	57000	45000	35000
MBA--TECH	3	46	41533	46161	*	*	*	51	234	45976	50355	53000	46000	40000
OVER 4 YEARS														
MBA--NON-TECH	6	66	37667	43515	*	*	*	63	341	46615	45883	57000	47000	36000
MBA--TECH	1	49	31000	46586	*	*	*	17	171	53553	51452	*	*	*
TOTALS	27	325						357	1711					

1 Years of previous full-time, nonmilitary employment
' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

DOCTORAL DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 6/4/90 THROUGH 8/9/90							CUMULATIVE PERIOD 9/1/89 THROUGH 8/9/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
BUSINESS ADMIN & MNGMT.	+	+	+	+				1	1	$38000	$38000	*	*	*
COMPUTER & INFOR SCIENCES	+	17	+	$55606				+	25	+	54788			
ECONOMICS	+	+	+	+				+	3	+	44000			
EDUCATION														
EDUCATION ADMINISTRATION	+	23	+	46128				4	43	31950	44900	*	*	*
HUMANITIES & SOCIAL SCIENCES														
ENGLISH	+	+	+	+				1	5	26000	30340	*	*	*
FOREIGN LANGUAGES	+	+	+	+				+	+	+	+			
HUMANITIES	1	1	$28600	28000	*	*	*	2	2	26000	26000	*	*	*
PSYCHOLOGY	+	7	+	35857				+	13	+	34154			
SOCIOLOGY	+	2	+	32502				+	4	+	32502			
SOCIAL SCIENCES	+	5	+	37800				1	10	28200	34200	*	*	*
ENGINEERING														
AEROSPACE	+	2	+	56000				+	6	+	48932			
CHEMICAL	2	45	51780	50392	*	*	*	13	177	52002	50524	*	*	*
CIVIL	+	11	+	45177				1	20	36000	44481	*	*	*
COMPUTER	+	11	+	52536				+	15	+	50526			
ELECTRICAL/ELECTRONIC	+	51	+	53315				+	84	+	53147			
INDUSTRIAL ENGINEERING	+	+	+	+				+	2	+	51500			
MECHANICAL	1	15	37500	51853	*	*	*	2	40	37567	49887	*	*	*
METALLURGICAL	+	12	+	46867				+	30	+	47296			
SCIENCES														
AGRICULTURE & NAT'L RESRC	+	2	+	45500				1	16	45000	38912	*	*	*
BIOLOGICAL	+	2	+	32500				+	2	+	32500			
CHEMISTRY	1	40	50400	45258	*	*	*	4	145	48849	45356	*	*	*
GEOLOGICAL SCIENCES	+	3	+	41267				+	14	+	38028			
MATHEMATICS	+	5	+	48704				1	11	28000	42775	*	*	*
PHYSICS	+	6	+	41717				+	17	+	41486			
POLYMER	1	1	45000	45000	*	*	*	2	8	45000	46625	*	*	*
TOTALS	6	261						33	694					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

AVERAGE SALARY OFFERS SEPTEMBER 1990 SCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
ACCOUNTING	26143 439 34000/22000		23000 1	22168 22 27600/19600	22000 2	20500 2	28000 1	29000 1	
BUSINESS ADMIN (INCL MGMT	25514 7	17500 1		22434 32 31000/19493	19500 1	23367 3	26933 3	25874 7	21000 2
DISTRIBUTION MANAGEMENT							23800 1		
ECONOM & FINANCE (BANKING	26638 26 31000/25500		22000 1	21721 124 34000/18000	26500 16	26083 6	26675 8	30718 28 40000/26400	
HUMAN RSRCS (incl LABOR R		25000 1		21889 9					
MANAGEMENT INFO SYSTEMS	32000 1			23493 3	26950 1	29050 2	26309 14	29571 7	
MARKETING/MARK MGMT (RESR		23500 2		21765 17	20333 3	24033 6	20988 17	31867 3	
ADVERTISING		17680 12		24000 1		16867 3			
COMMUNICATIONS		15775 4		23700 5	28000 1	24333 3	20000 1		
JOURNALISM		15450 2				16000 2			
TELECOMMUN/BROADCASTING				18000 1		18625 4			
FOREIGN LANGUAGES				18500 3		22000 1			
LETTERS (incl English, Li	30500 1			20563 8	30000 2	20000 1	25000 2		
HUMANITIES - OTHER				18500 1		27000 1		32200 1	
HISTORY			20000 1	22667 3	32000 1	24000 1	28200 1		
POLITICAL SCIENCE/GOVT				21688 8	20000 1		28650 2	30525 4	
PSYCHOLOGY				21000 7					
SOCIAL SCIENCES-OTHER				19706 8					
AEROSPACE & AERONAUTICAL								27500 1	
BIOENGINEERING & BIOMEDIC					36000 1			34500 2	
CHEMICAL								32980 2	
CIVIL								28029 17	26998 17
COMPUTER					36000 1	26500 1	30704 2	31900 2	

AVERAGE SALARY OFFERS SEPTEMBER 1990 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
ELECTRICAL/ELECTRONIC			32200 1			33911 9	32017 15	29806 20 38000/25000	31965 16
INDUSTRIAL						29500 1		29080 5	30549 3
MECHANICAL			32500 1			32350 2		29831 11	31335 8
ENGINEERING TECHNOLOGY	25800 1						26700 2	26000 1	28000 1
COMPUTER SCIENCE				25500 3	29667 3	30000 2	28634 39 34800/23000	28878 9	24767 3
COMPUTER PROGRAMMING							26156 4	32333 3	
INFORMATION SCIENCES & SY						27100 4	24604 8	29733 3	
SYSTEMS ANALYSIS						32000 2		33000 2	
ARCHITECTURAL & ENVIRONME			16515 4						27000 1
BIOLOGICAL								25500 4	
CHEMISTRY					31250 2			27500 2	
GEOLOGY & GEOLOGICAL SCI									25000 1
MATHEMATICS	36000 1			22857 7	24500 2	26500 1	27450 8	27931 6	
TEXTILE SCIENCE							27000 1		

AVERAGE SALARY OFFERS SEPTEMBER 1990 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
ACCOUNTING	31667 6		19500 1	23613 8		21215 10			
BUSINESS ADMIN (INCL MGMT	19050 4	21733 3	19250 4	21170 19		20843 96 32400/18000		30000 1	
DISTRIBUTION MANAGEMENT						20700 3			
ECONOM & FINANCE (BANKING	24921 17	18200 1	19875 4	25523 30 32000/20000		20938 35 28000/18500	17000 1		35000 1
HOTEL/RESTAURANT MGMT.		18000 3	19400 10						
HUMAN RSRCS (incl LABOR R	21750 2	26000 1	18233 3	22607 25 33000/18000		20600 1	18667 3		
MANAGEMENT INFO SYSTEMS	27963 2			19750 2		19662 3	20000 1		
MARKETING/MARK MGMT (RESR	20860 5	19667 3	21250 2	22241 13		20320 86 26500/18000	21567 3	22100 3	17750 2
REAL ESTATE	20160 1			12000 1					
ADVERTISING	16000 1			18000 1		20250 6			11000 1
COMMUNICATIONS	21000 1	20000 1	15000 1	26000 1		20711 18			
JOURNALISM						20500 3			18300 4
TELECOMMUN/BROADCASTING				16640 2					
PHYSICAL EDUCATION		16000 1							
HUMAN ECOLOGY (HOME ECONO						25000 1			
TEXTILES & CLOTHING						18000 1			
MERCHANDISING MANAGEMENT						18766 13			
FOREIGN LANGUAGES						21389 3			
LETTERS (incl English, Li		22000 1		26000 3		20900 10			23000 1
VISUAL & PERFORMING ARTS						24875 4			
HUMANITIES - OTHER						18000 1			
CRIMINAL JUSTICE				18500 1		18000 3			
HISTORY		23000 1		20000 1		21199 3			18000 1

AVERAGE SALARY OFFERS SEPTEMBER 1990 SCPA REGIONAL CUMULATIVE REPORT

Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER

90th: 22080 / 10th: 18330

CURRICULUM	FINANCE		HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE		LEGAL SVCS		MERCHANDISING		PERSONNEL SUPP		PROTECTIVE SER		PUBLISHING
POLITICAL SCIENCE/GOVT	30000	1	25200	1	29500	3	20000	1	21139	14					
PSYCHOLOGY					26000	1			23024	17	21000	2			
SOCIOLOGY				17472 1	26500	2			18630	2					
SOCIAL SCIENCES-OTHER					24500	1	14000	1							
CIVIL							24000	1							
COMPUTER									17000	1					
ELECTRICAL/ELECTRONIC									24667	3	36400	1	25343	1	
MECHANICAL			36000	1											
ENGINEERING TECHNOLOGY									19333	3					
AGRIBUSINESS									22167	3					
COMPUTER SCIENCE	26133	2			26583	6	32000	1	22102	3			25353	1	
COMPUTER PROGRAMMING	28500	1			27836	1									
INFORMATION SCIENCES & SY	25000	1			26240	5									
ALLIED HEALTH									22000	1					
MATHEMATICS	26000	1			24800	6			20400	2					

AVERAGE SALARY OFFERS SEPTEMBER 1990 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
ACCOUNTING	35000 1			26747 3	17748 2	21345 9	22138 9	22670 2	
BUSINESS ADMIN (INCL MGMT	14300 1		19000 3	20000 1	19436 6	18847 11	17826 5	18000 1	23000 2
DISTRIBUTION MANAGEMENT			22000 1						
ECONOM & FINANCE (BANKING	23333 3		22333 3	24640 5		21529 12			
HUMAN RSRCS (incl LABOR R			25000 1		15500 1		18750 1		
MANAGEMENT INFO SYSTEMS	32000 1	20000 1				24400 2	15000 1		
MARKETING/MARK MGMT (RESR		20000 1	24600 5	23500 2	25401 2	19234 4		17500 2	19413 1
REAL ESTATE	20500 1								
ADVERTISING	22000 1				21500 1				
COMMUNICATIONS			19800 2	20100 1		20195 1			18000 1
JOURNALISM					12000 1				15500 1
TELECOMMUN/BROADCASTING						13000 1	21600 1		
ELEMENTARY EDUCATION					20733 112 30000/18357	28000 1			
PRE-ELEMENTARY EDUCATION					19969 5		19050 1		
PHYSICAL EDUCATION					21496 12				
SPECIAL EDUCATION					21195 21 28000/20000		20350 1		
TEXTILES & CLOTHING					19900 1				
FOREIGN LANGUAGES					21000 1	18000 1			
LETTERS (incl English, Li		22000 2	18000 1		20964 7	23400 1			
VISUAL & PERFORMING ARTS					22251 6				
HUMANITIES - OTHER					22000 1		24000 1		24000 1
CRIMINAL JUSTICE					22500 1	19493 1	19446 2		
HISTORY				18000 1	24000 1	24500 2	18954 1		

AVERAGE SALARY OFFERS SEPTEMBER 1990 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
POLITICAL SCIENCE/GOVT			23550 2			20247 2	18725 4		
PSYCHOLOGY		19000 1	27500 1		18250 2	19250 4	16838 6	14500 2	13709 4
SOCIOLOGY						18744 1		20875 2	
SOCIAL SCIENCES-OTHER		20000 1	22880 1		19500 1		18850 2	21000 1	23000 1
AEROSPACE & AERONAUTICAL						26704 3			
ARCHITECTURAL						27000 1	23585 3		
CHEMICAL				29950 2		26470 7	35000 2		
CIVIL			26971 7	31300 14		25459 12	26674 13		
COMPUTER				32250 4		26462 8			
ELECTRICAL/ELECTRONIC		36800 1		31534 40 34000/29910	33960 1	26594 54 36516/25343			
INDUSTRIAL			27900 2	31700 7		25123 18		26650 2	
MECHANICAL			31428 2	30619 20 33000/28000		25379 47 33000/21201	26252 1		
METALLURGICAL						26500 1			
NUCLEAR						26252 1			
ENGINEERING TECHNOLOGY				37680 1		26252 1			
INDUSTRIAL TECHNOLOGY						27204 1			
AGRIBUSINESS							21193 2		
NATURAL RESOURCES						16305 1	18500 2	25000 1	
OTHER AGRICULTURAL SCIENC					25000 1		18750 2		
COMPUTER SCIENCE		30830 2		31040 5	21140 3	25903 17	21867 6		24000 2
COMPUTER PROGRAMMING					18412 1	29770 1	22784 4		
INFORMATION SCIENCES & SY				31000 1		19493 1			
ALLIED HEALTH								29106 5	

AVERAGE SALARY OFFERS SEPTEMBER 1990 SCPA REGIONAL CUMULATIVE REPORT

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

PART 3 - PAGE 3

BY CURRICULUM/EMPLOYER

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
HEALTH SCIENCES							19400 2	23000 1	21016 1
NURSING								25520 40 36000/21840	27000 1
ARCHITECTURAL & ENVIRONME	32000 1								
BIOLOGICAL		25250 2			20333 3	20060 4	19900 2	12438 1	
CHEMISTRY		22500 1				24705 1		18700 2	
GEOLOGY & GEOLOGICAL SCI						23000 1			
MATHEMATICS				30500 1	20376 8	23331 7			
OTHER PHYSICAL & EARTH SC									30000 1

AVERAGE SALARY OFFERS SEPTEMBER 1990 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER 90th: 22080 / 10th: 18330 PART 4 - PAGE 1

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
ACCOUNTING				35000 1	24157 4	25850 2	18360 2	20370 4	28273 6
BUSINESS ADMIN (INCL MGMT	18000 1			20000 1	24800 2	21900 3	22667 3	21000 7	27429 7
DISTRIBUTION MANAGEMENT						22625 2		23533 3	24000 1
ECONOM & FINANCE (BANKING					29004 1	34000 1	29752 2	22143 7	27957 13
HUMAN RSRCS (incl LABOR R				18000 1		24000 1	22500 1		
MANAGEMENT INFO SYSTEMS									30000 1
MARKETING/MARK MGMT (RESR	16000 1					29736 1	25350 2	24580 5	28334 10
COMMUNICATIONS	18800 1								
JOURNALISM									26000 2
ELEMENTARY EDUCATION				22140 1					
TEXTILES & CLOTHING							28500 1		
MERCHANDISING MANAGEMENT									30500 1
FOREIGN LANGUAGES									31000 1
LETTERS (incl English, Li			18000 1						
HUMANITIES - OTHER					22500 1				28280 1
POLITICAL SCIENCE/GOVT		20000 1							
PSYCHOLOGY			16000 1					20500 1	31000 1
SOCIOLOGY			16000 1						
SOCIAL SCIENCES-OTHER	14000 1		16350 2						
AEROSPACE & AERONAUTICAL					30616 16				32100 1
ARCHITECTURAL							32400 1		
BIOENGINEERING & BIOMEDIC							31324 1		34600 3
CHEMICAL					30300 1		35580 1		35003 125 38400/33720

AVERAGE SALARY OFFERS SEPTEMBER 1990 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers
BY CURRICULUM/EMPLOYER 90th: 22080 / 10th: 18330 PART 4 - PAGE 2

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
CIVIL								27988 10	32957 7
COMPUTER							30225 1		29500 2
ELECTRICAL/ELECTRONIC					31158 23 35100/29640		30680 14	30532 6	34920 11
INDUSTRIAL							31000 5	25500 2	30700 3
MECHANICAL	26232 1				31606 19		31026 45 34740/28500	30094 17	33877 42 37200/31200
METALLURGICAL							34000 1		
PETROLEUM									29447 3
TEXTILE									35893 3
ENGINEERING TECHNOLOGY					27730 2		32933 3	31150 4	34000 3
INDUSTRIAL TECHNOLOGY							27000 1	24000 1	27133 3
AGRIBUSINESS						22074 5			33000 1
ANIMAL SCIENCES						22200 1			
PLANT SCIENCES						17000 1			
OTHER AGRICULTURAL SCIENC						19405 4			29500 1
COMPUTER SCIENCE					31686 7		26160 1	24606 5	32200 9
COMPUTER PROGRAMMING							31000 1		
INFORMATION SCIENCES & SY									28000 1
PHARMACY						34832 1			32000 2
ARCHITECTURAL & ENVIRONME								28129 13	
BIOLOGICAL									30422 2
CHEMISTRY									30640 5
MATHEMATICS									28000 1
POLYMER SCIENCE									27000 1

AVERAGE SALARY OFFERS SEPTEMBER 1990 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers
BY CURRICULUM/EMPLOYER 90th: 22080 / 10th: 18330 PART 4 - PAGE 3

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
TEXTILE SCIENCE									29000 1

AVERAGE SALARY OFFERS SEPTEMBER 1990 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
ACCOUNTING	30000 2	26500 7	27000 9		24925 2		23400 2	28050 6	27305 21 32500/26500
BUSINESS ADMIN (INCL MGMT	27600 1	25800 5	23560 10	27000 1			29000 1	27000 1	26125 4
ECONOM & FINANCE (BANKING	24875 4	23667 3	23233 6	25800 5			24037 3	25357 7	26500 3
HUMAN RSRCS (incl LABOR R		20400 2	30000 1	21200 1				30000 1	28125 4
MANAGEMENT INFO SYSTEMS	28525 4	25680 2							30500 2
MARKETING/MARK MGMT (RESR	24855 11	24753 14	25300 22 35000/22000	24357 7	20503 2		24667 3	25333 3	27164 7
ADVERTISING		25000 1			13400 1				
COMMUNICATIONS	16250 2	14700 1		19000 2				23500 2	
JOURNALISM	31500 1	23100 1						23250 1	
TELECOMMUN/BROADCASTING			12480 1						
LETTERS (incl English, Li	22000 1	25000 1						25000 1	
POLITICAL SCIENCE/GOVT	27000 1							27150 2	
PSYCHOLOGY		24000 1						28000 1	
SOCIOLOGY		18600 1							
SOCIAL SCIENCES-OTHER								26500 1	
AGRICULTURAL		26500 1							
BIOENGINEERING & BIOMEDIC		32100 1						35400 1	
CHEMICAL		33157 5	34200 2	36067 6			33500 2	35444 23 36500/35000	36359 54 39000/35000
CIVIL		26000 1						28000 1	33697 14
COMPUTER	31000 2	30224 5							33500 1
ELECTRICAL/ELECTRONIC	32834 15	31844 72 39000/30000	38880 2		32835 15			34167 15	36817 7
INDUSTRIAL	32640 2	29782 13	33600 2	33000 1	30180 3		29733 3	33000 1	34900 1
MECHANICAL	33600 1	32217 60 35900/30700	33500 2		31673 17	31200 1	31767 3	34427 21 37720/33240	35097 31 38500/34000

AVERAGE SALARY OFFERS SEPTEMBER 1990 SCPA REGIONAL CUMULATIVE REPORT

Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER

90th: 22080 / 10th: 18330

CURRICULUM	COMPUTER & BUS		ELECTR & ELECT		FOOD & BEVERAG		HOUSEHOLD & PE		METALS & METAL		MINING		PACKAGING & AL		PAPER & WOOD P		PETROLEUM & AL	
METALLURGICAL			35100	1					31105	4					34800	1		
MINING (INCL GEOLOGICAL)											33036	1						
PETROLEUM																	33055	4
TEXTILE															34000	1		
ENGINEERING TECHNOLOGY	30000	2	29500	2					23300	2					26600	2		
INDUSTRIAL TECHNOLOGY			30000	1					23000	2					33300	1	22000	1
OTHER AGRICULTURAL SCIENC													32500	1				
COMPUTER SCIENCE	26292	8	29630	8	26750	2	33900	1	25750	2					29332	7	31226	4
COMPUTER PROGRAMMING	31423	8	30000	1														
INFORMATION SCIENCES & SY	29000	1	29000	1					24000	2							32200	1
BIOLOGICAL									21600	1								
CHEMISTRY															32400	1	29000	1
MATHEMATICS	24750	2			25200	1									27775	2	33500	1
TEXTILE SCIENCE			23000	1													31500	1

AVERAGE SALARY OFFERS SEPTEMBER 1990 SCPA REGIONAL CUMULATIVE REPORT

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

BY CURRICULUM/EMPLOYER

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
ACCOUNTING		27950 4			24500 2	27950 4	21428 5
BUSINESS ADMIN (INCL MGMT	25000 1	23000 2	21500 1		25068 20 28020/22000	25114 7	30944 4
DISTRIBUTION MANAGEMENT							19450 2
ECONOM & FINANCE (BANKING	23000 1	24000 1		29400 1	23646 5	24366 5	25020 5
HUMAN RSRCS (incl LABOR R					27536 8		
MANAGEMENT INFO SYSTEMS							27500 1
MARKETING/MARK MGMT (RESR	15500 1	27600 2	22400 5		25500 5	22124 8	24329 7
ADVERTISING	30000 1				14000 1	25000 1	24000 1
COMMUNICATIONS					32000 1		22000 1
JOURNALISM	16200 1						18600 1
TELECOMMUN/BROADCASTING							20000 1
TEXTILES & CLOTHING					26125 12		
LETTERS (incl English, Li					32000 1		16000 1
HISTORY			31000 1				27000 1
POLITICAL SCIENCE/GOVT		22500 2			26550 2	19000 1	
PSYCHOLOGY					30000 1		18000 2
SOCIAL SCIENCES-OTHER							20000 1
AEROSPACE & AERONAUTICAL						32700 2	
AGRICULTURAL						19000 1	
CHEMICAL	43800 1	35529 7	35600 1	35433 3	35583 17	35175 23 38100/33400	34000 2
CIVIL				28500 1		29850 2	29167 3
COMPUTER			33400 1		27000 1	30100 1	
ELECTRICAL/ELECTRONIC		33600 1	30943 1	33017 6	34546 13	32409 22 37000/29900	30475 8

AVERAGE SALARY OFFERS SEPTEMBER 1990 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers
BY CURRICULUM/EMPLOYER 90th: 22080 / 10th: 18330 PART 6 - PAGE 2

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
INDUSTRIAL		32100 1	32000 1	32000 2	30151 9	29424 4	
MECHANICAL		34686 7	32400 2		33334 23 37000/29120	32549 33 38400/29640	29460 10
METALLURGICAL				29950 6		32400 1	31267 3
TEXTILE					31502 5		33000 1
ENGINEERING TECHNOLOGY	26000 1	26000 1					
INDUSTRIAL TECHNOLOGY					27933 3		13000 1
AGRIBUSINESS						22500 2	17500 1
OTHER AGRICULTURAL SCIENC						19000 1	20000 1
COMPUTER SCIENCE		19500 2	29172 2		32250 2	30611 7	32000 1
COMPUTER PROGRAMMING		34008 1					
SYSTEMS ANALYSIS							31500 2
PHARMACY							41650 4
BIOLOGICAL					27250 1	23250 2	20500 4
CHEMISTRY				29000 1		24000 1	
MATHEMATICS					28128 1		16000 1
TEXTILE SCIENCE					26880 26 30000/25116		

AVERAGE SALARY OFFERS SEPTEMBER 1990 SCPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 8/9/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
BACHELOR - NON TECHNICAL	26183 474 34000/22000	17985 22 31644/14520	21667 3	21753 252 36000/18500	25552 28 34000/19500	22657 35 36000/16000	24532 50 34300/18000	29944 51 40000/26400	21000 2
BACHELOR - TECHNICAL	30900 2		21793 6	23650 10	30278 9	31127 22 38500/27900	28606 79 34800/23000	29279 90 38000/25000	29341 50 34320/24960

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
BACHELOR - NON TECHNICAL	24518 40 34000/16500	20538 16	19218 26 23000/18000	23232 114 38000/18000	17000 2	20753 333 32400/18000	19970 10	24075 4	19570 10
BACHELOR - TECHNICAL	26353 5	36000 1		25963 18	28000 2	21600 16	36400 1	25348 2	

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
BACHELOR - NON TECHNICAL	24225 8	20500 6	22454 20 27500/18000	23734 13	20775 184 30000/18000	20582 53 30000/16000	19388 35 26600/15600	19009 10	18250 11
BACHELOR - TECHNICAL	32000 1	28577 6	27951 11	31338 95 37680/29000	21459 17	25637 187 36516/21200	23887 39 36000/18528	25336 52 36000/21840	25203 5

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
BACHELOR - NON TECHNICAL	16700 4	20000 1	16540 5	23785 4	24717 8	25039 10	24175 11	22129 27 29000/20000	28073 44 38700/24000
BACHELOR - TECHNICAL	26232 1				31096 68 40000/28500	21835 12	31029 75 36000/27000	28672 58 45000/24180	34008 230 43500/30120

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
BACHELOR - NON TECHNICAL	25467 27 32100/18000	24477 39 31500/18600	24839 49 35000/20000	24106 16	20851 5		24657 9	26263 26 35000/23250	27343 41 32500/25500
BACHELOR - TECHNICAL	30576 41 38500/26500	31547 173 39000/29700	32642 11	35413 8	30409 48 40800/24000	32118 2	31556 9	33710 77 38000/28800	35162 121 40200/32400

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
BACHELOR - NON TECHNICAL	21940 5	25636 11	23500 7	29400 1	25707 58 32000/22000	24247 26 33500/20000	23525 33 44400/18000
BACHELOR - TECHNICAL	34900 2	32810 20 38500/26000	31886 8	31874 19	31476 101 39999/26000	32051 102 38400/28500	29305 42 47000/20000

AVERAGE SALARY OFFERS SEPTEMBER 1990 SCPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 8/9/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
MBA--NON-TECH	32250 8			35500 25 65500/26000	44233 3	39340 5	29700 2	35814 7	
MBA--TECH				39250 6			34000 4	36200 5	

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
MBA--NON-TECH		25000 1		38667 3		33494 9			
MBA--TECH	45000 1			42000 1					

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
MBA--NON-TECH	27500 1		39067 6			26699 5	32333 3	30000 1	38000 1
MBA--TECH			34950 2	41500 1			37900 1	35000 1	

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
MBA--NON-TECH					36400 1		41850 2	36000 1	38035 8
MBA--TECH					38500 1		35800 1		39932 3

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
MBA--NON-TECH	29500 2	31000 3	42000 3	60000 1				30500 1	36867 3
MBA--TECH		38500 2						40000 1	40650 4

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
MBA--NON-TECH	31200 1					38178 9	33550 2
MBA--TECH					45000 2		

AVERAGE SALARY OFFERS SEPTEMBER 1990 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 8/9/90 90th: 22080 / 10th: 18330 PART 1 - PAGE 1

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
ACCOUNTING	26126 442 34000/22000	25286 124 35000/20000	22833 9						26750 8
BUSINESS ADMIN (INCL MGMT	24700 3	22025 4	22213 16	22374 8					24126 6
ECONOM & FINANCE (BANKING	27191 25 31000/25500	24875 12	20994 73 32000/18000	23200 18	27321 5	25000 3	22500 2	22500 4	26560 42 32100/22000
HUMAN RSRCS (incl LABOR R				20000 1					
MANAGEMENT INFO SYSTEMS	32000 1								
MARKETING/MARK MGMT (RESR	33000 2	20500 2	19827 11	20500 3	22000 2			18000 1	21916 2
ADVERTISING									16000 1
COMMUNICATIONS			23500 2	26000 2	28000 1				
FOREIGN LANGUAGES			18500 2					18500 1	
LETTERS (incl English, Li	30500 1		20000 5	21250 2	30000 2				
HUMANITIES - OTHER			18500 1						
HISTORY			22500 2						32000 1
POLITICAL SCIENCE/GOVT	31000 1		20900 5	23750 2				20000 1	30000 1
PSYCHOLOGY		31000 1	18500 3	21000 2				18500 1	
SOCIAL SCIENCES-OTHER			19679 7					18500 1	
BIOENGINEERING & BIOMEDIC									36000 1
CIVIL									27637 3
INDUSTRIAL		25500 1							
COMPUTER SCIENCE					30000 2				
CHEMISTRY									31250 2
MATHEMATICS				21250 2	23000 1			26000 1	26000 1

AVERAGE SALARY OFFERS SEPTEMBER 1990 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 8/9/90 90th: 22080 / 10th: 18330 PART 2 - PAGE 1

CURRICULUM	PORTFOLIO MGMT		UNDERWRITING		INSURANCE - CL		DESIGN/GRAPHIC		MEDIA PLANNING		REPORTING		PRODUCTION		PUBLIC RELATIO		WRITING / EDIT	
BUSINESS ADMIN (INCL MGMT	18833	3	24707	4	19717	6					20000	1	27500	1	17500	1		
ECONOM & FINANCE (BANKING	23722	9	25336	12	26660	4											35000	1
HUMAN RSRCS (incl LABOR R			21580	5	20676	5												
MARKETING/MARK MGMT (RESR	23500	2	24333	3	20350	2									18500	2		
REAL ESTATE			20160	1														
ADVERTISING									16000	3			15600	1	18700	2		
COMMUNICATIONS	26000	1											21000	1	19650	4		
JOURNALISM									16000	1	17000	1			19300	4	18800	3
TELECOMMUN/BROADCASTING					16640	1					12000	1	20000	2	12480	1	19800	2
LETTERS (incl English, Li			26500	2	25000	1									18000	1	20700	2
HUMANITIES - OTHER							18000	1										
CRIMINAL JUSTICE					18500	1												
POLITICAL SCIENCE/GOVT			28000	1	38000	1									21500	2		
PSYCHOLOGY															21000	1		
SOCIOLOGY					22000	1												
SOCIAL SCIENCES-OTHER			24500	1														
ELECTRICAL/ELECTRONIC													33500	1				
COMPUTER SCIENCE															24000	1		
MATHEMATICS					25700	1												
TEXTILE SCIENCE							27000	1										

AVERAGE SALARY OFFERS SEPTEMBER 1990 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 8/9/90 90th: 22080 / 10th: 18330 PART 7 - PAGE 1

CURRICULUM	ADMINISTRATION		COUNSELING		FUNDRAISING /		SOCIAL WORK		COMPUTER PROGR		INFORMATION SY		SYSTEMS ANALYS		ACTUARIAL		AGRICULTURE/NA	
ACCOUNTING													19000	1				
BUSINESS ADMIN (INCL MGMT	20398	2	18050	2	20000	2	15600	1	24255	6	24316	5	24539	3				
ECONOM & FINANCE (BANKING	20500	1							23040	1	28100	5	21500	2	32250	1		
HUMAN RSRCS (incl LABOR R	18750	1																
MANAGEMENT INFO SYSTEMS									25723	9	24721	18	26789	9				
MARKETING/MARK MGMT (RESR											17100	2						
COMMUNICATIONS	20195	1																
TELECOMMUN/BROADCASTING																	13000	1
CRIMINAL JUSTICE			20400	1														
HISTORY							18954	1			28200	1						
POLITICAL SCIENCE/GOVT	16700	1			14400	1			28300	1	31100	1						
PSYCHOLOGY	19000	1	15475	6			17375	2										
SOCIOLOGY			16000	1			19492	4										
SOCIAL SCIENCES-OTHER			23000	1			17640	5										
COMPUTER									30000	4			34250	2				
ELECTRICAL/ELECTRONIC									31449	5	30200	3	36400	1				
MECHANICAL											25500	2	26000	1				
ENGINEERING TECHNOLOGY									24600	3	28800	1	32000	1				
AGRIBUSINESS																	23539	7
ANIMAL SCIENCES																	22200	1
PLANT SCIENCES																	17000	1
NATURAL RESOURCES																	16305	1
OTHER AGRICULTURAL SCIENC																	19833	3

AVERAGE SALARY OFFERS SEPTEMBER 1990 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 8/9/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
COMPUTER SCIENCE					27013 86 38000/19500	29122 19	28549 27 33300/26000		
COMPUTER PROGRAMMING					27565 20 34008/18412				
INFORMATION SCIENCES & SY					26305 6	26253 19	29500 2		
SYSTEMS ANALYSIS							31750 4		
HEALTH SCIENCES	22000 1			16800 1					
BIOLOGICAL						27000 2			20500 1
MATHEMATICS		21000 1			22874 6	28500 4	26933 3	28233 3	

AVERAGE SALARY OFFERS SEPTEMBER 1990 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 8/9/90 90th: 22080 / 10th: 18330 PART 8 - PAGE 1

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
ACCOUNTING		29000 1		21328 7					
BUSINESS ADMIN (INCL MGMT		26700 7	22000 2	20889 121 32400/18000					17500 2
DISTRIBUTION MANAGEMENT				22200 5					
ECONOM & FINANCE (BANKING		30264 25 40000/25000		22088 79 34000/18000					
HOTEL/RESTAURANT MGMT.				19077 13					
HUMAN RSRCS (incl LABOR R			24000 16	22390 8					15500 1
MANAGEMENT INFO SYSTEMS		32600 5		19194 2					
MARKETING/MARK MGMT (RESR		32300 2	23800 1	20959 78 38000/18200					25401 2
REAL ESTATE				12000 1					
ADVERTISING				20583 6					
COMMUNICATIONS		15000 1	18550 2	20323 13					
JOURNALISM				20750 2			16000 1		12000 1
ELEMENTARY EDUCATION									20798 110 30000/18343
PRE-ELEMENTARY EDUCATION									19816 6
PHYSICAL EDUCATION									21496 12
SPECIAL EDUCATION									21156 22 28000/20000
TEXTILES & CLOTHING				27000 6					19900 1
MERCHANDISING MANAGEMENT				19286 11					
FOREIGN LANGUAGES				20684 2					21000 1
LETTERS (incl English, Li		21000 1	18500 1	21727 11			22000 1		20964 7
VISUAL & PERFORMING ARTS									22251 6
HUMANITIES - OTHER		32200 1							22000 1
CRIMINAL JUSTICE				17500 2					22500 1

AVERAGE SALARY OFFERS SEPTEMBER 1990 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 8/9/90 90th: 22080 / 10th: 18330 PART 8 - PAGE 2

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
HISTORY	20000 1			21266 6					24000 1
POLITICAL SCIENCE/GOVT		30000 2	28000 1	22013 11		20000 1			
PSYCHOLOGY			26500 2	22588 8					18000 1
SOCIOLOGY				22753 3					
SOCIAL SCIENCES-OTHER			17200 1	26500 1		14000 1			19500 1
BIOENGINEERING & BIOMEDIC		34500 2							
CHEMICAL		32980 2		31707 3					
CIVIL		29733 3		27500 2				31000 1	
COMPUTER		29800 1		26252 1					
ELECTRICAL/ELECTRONIC		30211 9		32460 5				26252 1	
INDUSTRIAL		28667 3		30305 4					
MECHANICAL		29083 6		30478 6					
TEXTILE				25500 1					
INDUSTRIAL TECHNOLOGY			24000 1	13000 1					
AGRIBUSINESS				20121 4					
NATURAL RESOURCES		20000 1							
OTHER AGRICULTURAL SCIENC				19405 4					25000 1
COMPUTER SCIENCE		29500 7			22265 1			31500 1	
COMPUTER PROGRAMMING		32000 1							
INFORMATION SCIENCES & SY		32200 1							
SYSTEMS ANALYSIS		33000 2							
ALLIED HEALTH				22000 1					
PHARMACY								34832 1	

AVERAGE SALARY OFFERS SEPTEMBER 1990 SCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 8/9/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
ARCHITECTURAL & ENVIRONME	16515 4	27000 1							
BIOLOGICAL		24000 2		19667 3			22745 2		22000 2
CHEMISTRY		27500 2							
MATHEMATICS		29718 5		22771 7	28295 7		23000 1		20376 8
TEXTILE SCIENCE				27091 25 30000/25200					

AVERAGE SALARY OFFERS SEPTEMBER 1990 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 8/9/90 90th: 22080 / 10th: 18330 PAGE 1

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
BACHELOR - NON TECHNICAL	26234 475 35000/22000	25133 143 35000/20000	21016 136 32000/18500	22687 38 34000/20000	26860 10	25000 3	22500 2	20389 9	26166 61 32100/21354
BACHELOR - TECHNICAL		25500 1		21250 2	27667 3			26000 1	29630 7

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	INSURANCE - CL	DESIGN/GRAPHIC	MEDIA PLANNING	REPORTING	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT
BACHELOR - NON TECHNICAL	22867 15	24463 29 31000/20000	22235 22 38000/18000	18000 1	16000 4	16333 3	20820 5	19010 18	21550 8
BACHELOR - TECHNICAL			25700 1	27000 1			33500 1	24000 1	

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
BACHELOR - NON TECHNICAL	18250 16	24043 35 38700/20000	22979 56 32000/19000	23924 20 33500/18000	25634 12	23671 7	23316 302 36000/18000	17871 7	22229 22 34000/17900
BACHELOR - TECHNICAL		32447 6	22800 1	17500 1	32240 3		28945 56 37000/22000	21235 3	25200 1

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
BACHELOR - NON TECHNICAL	21818 4	20119 4	21235 17	20000 1			27250 2		26515 11
BACHELOR - TECHNICAL			25298 22 30396/21000		21060 5		29980 173 45000/25800	31319 22 36000/26985	31390 230 37720/26200

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	OTHER ENGINEER
BACHELOR - NON TECHNICAL	28680 3		29400 1		29000 1			33000 3	29000 5
BACHELOR - TECHNICAL	31328 27 36000/28600	30235 47 36120/26000	29664 46 34800/26200	31025 26 36780/26252	32424 80 39000/26252	29333 37 35900/25300	35079 242 43800/32400	31681 197 42000/26252	31065 262 40200/25343

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	OTHER HEALTH R
BACHELOR - NON TECHNICAL	18569 6	16000 1			20000 1				17813 12
BACHELOR - TECHNICAL	22008 2		16146 3	25543 42 36000/22000	30400 1	41650 4	28783 4	28427 3	24833 3

AVERAGE SALARY OFFERS SEPTEMBER 1990 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 8/9/90 90th: 22080 / 10th: 18330 PAGE 2

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
BACHELOR - NON TECHNICAL	19420 7	17123 11	18133 3	18113 13	25198 17	25017 32 31100/19500	25114 15	32250 1	13000 1
BACHELOR - TECHNICAL	22000 1	21000 1		16800 1	27081 130 38000/19000	27810 50 34800/23000	29281 41 36400/26000	28233 3	21448 14

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
BACHELOR - NON TECHNICAL	20000 1	29518 45 40000/25000	23292 26 36000/17200	21235 396 38000/18000		17000 2	19000 2		20855 176 30000/18075
BACHELOR - TECHNICAL	16515 4	29618 48 36000/24000	24000 1	26224 67 34000/19385	27541 8		22830 3	30896 4	21092 11